

# The Basics of Motivational Interviewing or *How to be More Effective with Your Clients*

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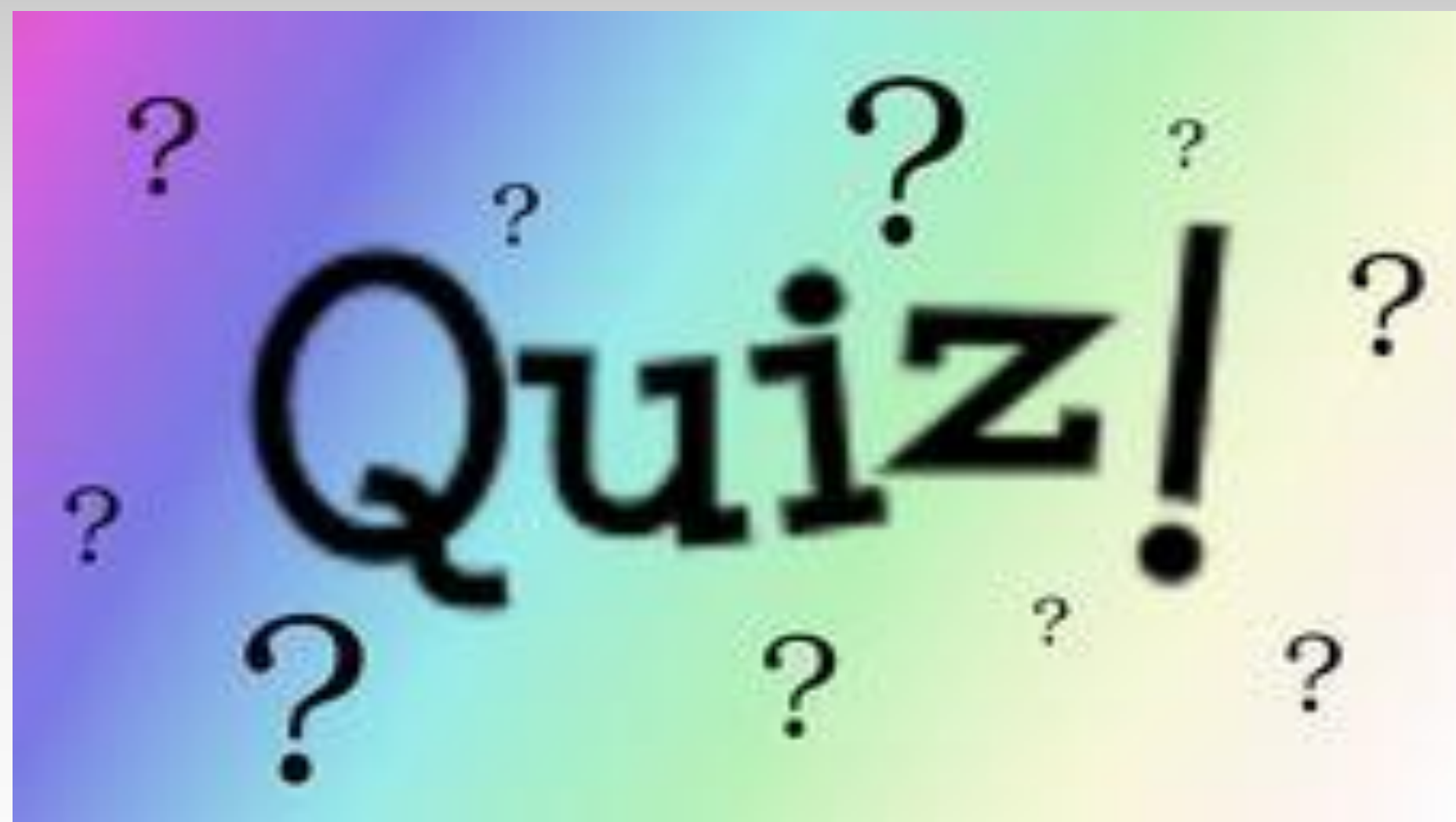


# We Will Cover

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- History of MI
- Define MI
- Spirit of MI
- Theory of MI
- Strategies





**Quiz!**

# Poll

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How many of your clients would say that you...

- ...believe they know what is best for them,
- ...help them to recognize their own strengths,
- ...want to help them solve their problems in their own way,
- ...are curious about their thoughts and feelings,
- ...help guide them to make good decisions for themselves,
- ...help them look at both sides of a problem,
- ...help them feel empowered by your interactions with them.

# History of MI

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- Grew out of substance abuse treatment – highly confrontational
- **1980s** – Bill Miller - language and relationship
- **1990s** - Spirit of MI & style of the counselor
- **2000** - Refined even more and spread to beyond addictions
- **Present** – EBP for increasing change behaviors

# Evolving Definition

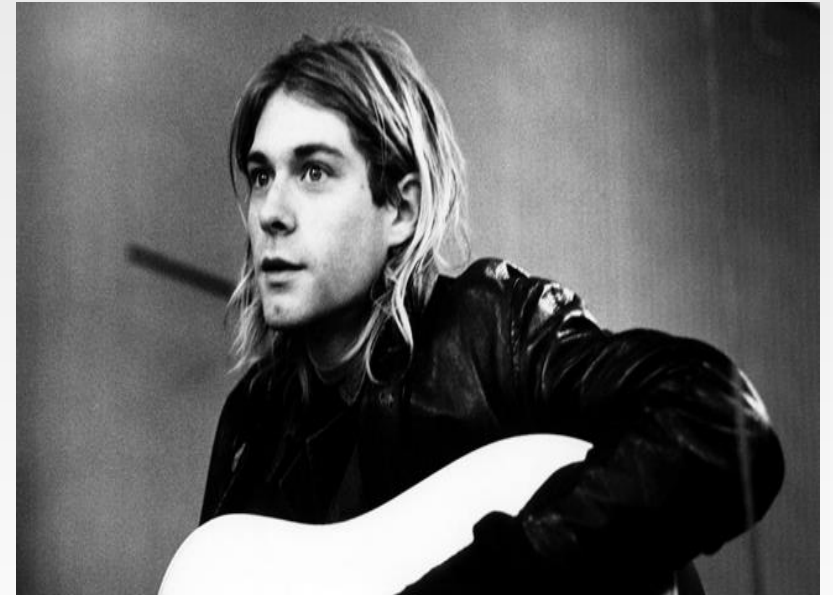
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- Directive client-centered style for eliciting change by helping clients to explore and resolve ambivalence
- A collaborative person-centered form of guiding to elicit and strengthen motivation for change
- A way of helping people talk themselves into changing

# What is Meant by Spirit?

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- A confrontation, but not between client and worker
- Confrontation within - discrepancy between what client values and behavior
- Opposite of Dr. Phil
- MI without spirit is like a song with words but no music.  
-Bill Miller





# In the Spirit

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## PLANTING SEEDS



## HUMILITY





# Not MI-Consistent

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- Assuming person is motivated
- Client has a problem and needs to change
- Patient is “in denial”
- Imposing a label – “alcoholic, depressed, difficult, not receptive”
- Doing most of the talking, explaining the reasons for change
- Advising, warning, persuading
- Reinforcing the importance of following your advice with consequences of not following
- Prescribing goals

# Exercise

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- Take a few moments and think back to a teacher or mentor from your youth for whom you have a great deal of appreciation.
- Circle as many of the characteristics on the paper that applies to this person.

# Spirit 1: Autonomous & Empowering

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- Motivation is elicited from within, not imposed from without
- Client's task is to articulate and resolve ambivalence
- Counselor's task is to facilitate expression and guide the client towards a resolution that triggers change
- Respect the client's autonomy and freedom of choice (and consequences) regarding his or her own behavior.

# Spirit 2: Collaborative

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- A true partnership
- Side-by-side
- No expert or recipient roles  
(Guiding, Directing, Following)
- Building trust and rapport
- Seeing things together
- Respecting person's perspective



# Spirit 3: Evocative

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- Drawing out
- Eliciting person's story and experience
- Exploring ambivalence
- Eliciting desire, ability, reasons, and need to change





# The Theory of MI

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- MI will increase client change talk
- MI will diminish client resistance
- The extent to which clients verbally defend status quo (resistance) will be inversely related to behavior change
- The extent to which clients verbally argue for change (change talk) will be directly related to behavior change



# Moving from Spirit to Strategy

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- **OARS** – Open-Ended Questions, Affirmations, Reflections and Summaries for building rapport and self-discovery
- **Rolling with Resistance** – A type of reflection that reduces discord
- **DARN** – Desire, Ability, Reason, Need for eliciting change talk

# Reflective Listening

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- A form of hypothesis testing
- Allows for client self-discovery
- Affirms without judgment
- Allows conversation to go where client is ready (but we can test the waters)
- Builds rapport



# Types of Reflection

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- **Content reflection** – Elicits basic facts.
- **Feeling/meaning reflection** – Identifies powerful emotions.
- **Rolling with resistance** – Comforting the afflicted. Resist the righting reflex.
- **Amplified negative reflection** – Arguing against change.
- **Double-sided reflection** – Captures client's ambivalence about change.

# Name That Reflection

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1. “It would be easier to not bother finding a job and remain as you are.”
2. “You feel defeated and that the world is against you”
3. “Given what you said, you might feel anxious about leaving the house”
4. “On the one hand, you would like to find employment, but on the other hand it would mean you would have less free time.”
5. “You really enjoy smoking weed. You look forward to lighting up at night, and giving it up seems very difficult”

# Practicing Reflection

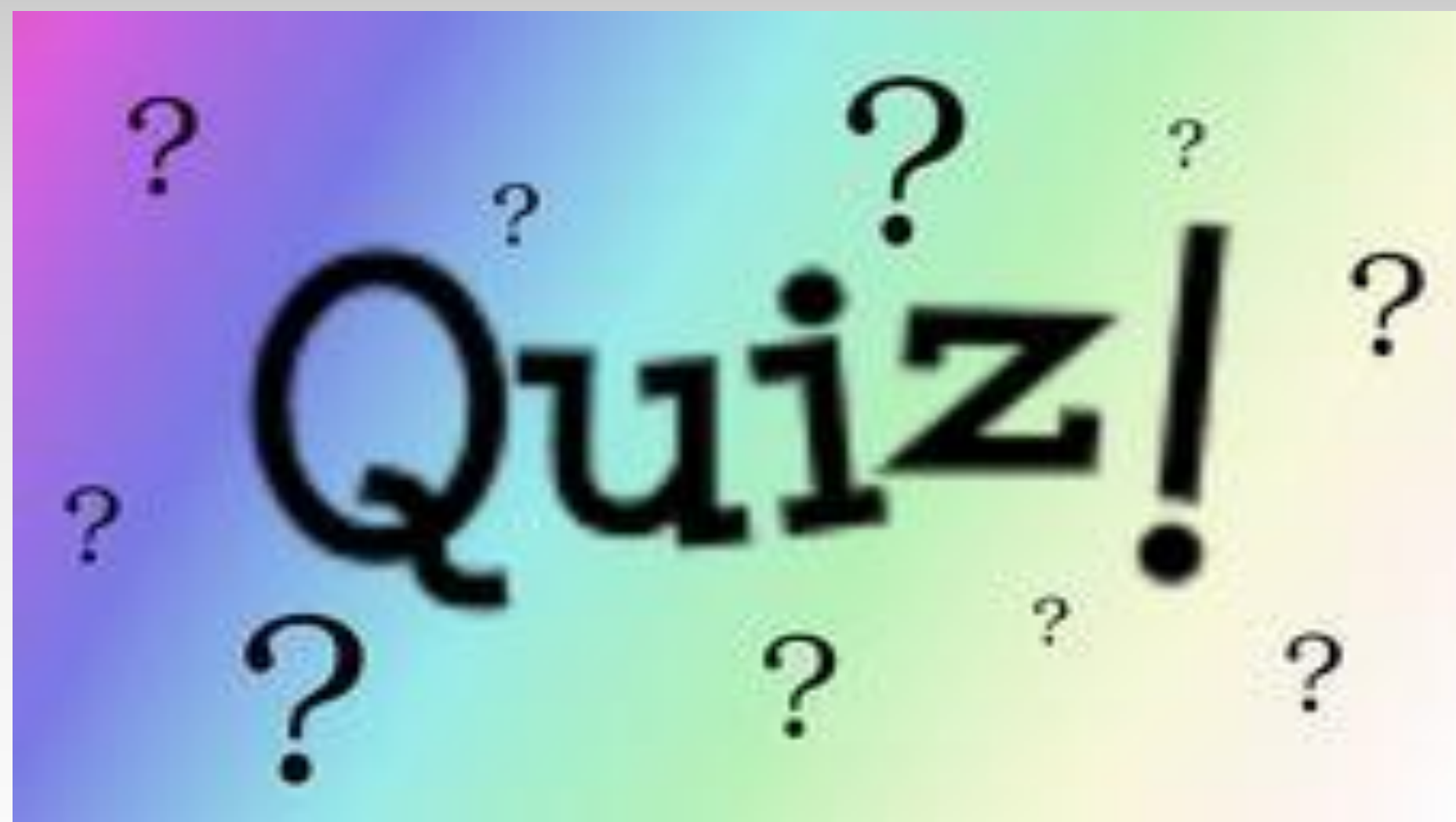
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- Get into pairs. Identify one speaker and one listener.
- Speaker: What is your passion? Something that you don't get paid for but you do because it is so important to you. You can't live without it. This is your joy and passion. And yet, you're not doing it enough. You would like to be doing it more. What gets in the way? And why?
- Listener: Listen nonverbally for the first 2 minutes. Listen for bell.
- For the next 7 minutes, use each type of reflection at least one time.
- Switch.

# Discussion

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- How did this feel? Speaker? Listener?
- What did you notice?
- What was difficult?
- Easy?
- What did you do well?
- What would you like to do better?
- Is this different than what you typically do with clients?



**Quiz!**



# Resources

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- Building Motivational Interviewing Skills: A Practitioner Workbook. Rosengren, David B., The Guilford Press, 2009.
- Motivational Interviewing (3rd Ed.), Miller, WR & Rollnick, S., The Guilford Press, 2012.
- Motivational Interviewing in Health Care, Rollnick, S, Miller, WR and & Butler, C. The Guilford Press, 2008.
- [www.motivationalinterviewing.org](http://www.motivationalinterviewing.org)